



# FINANCIAL RESULTS

## 2ND QUARTER, FY 2017

November 7, 2016  
<http://www.ohashi.co.jp>

# Consolidated Income Statement

¥,million

	2nd Quarter FY 2017	2nd Quarter FY 2016	Change	Change(%)
Net sales	18,994	20,117	△ 1,122	94.4%
Operating income	2,099	2,194	△ 95	95.6%
Ordinary income	2,052	2,241	△ 189	91.6%
Net income	1,675	1,478	196	113.3%

yen

Net income per share	112.61	96.90	15.71	116.2%
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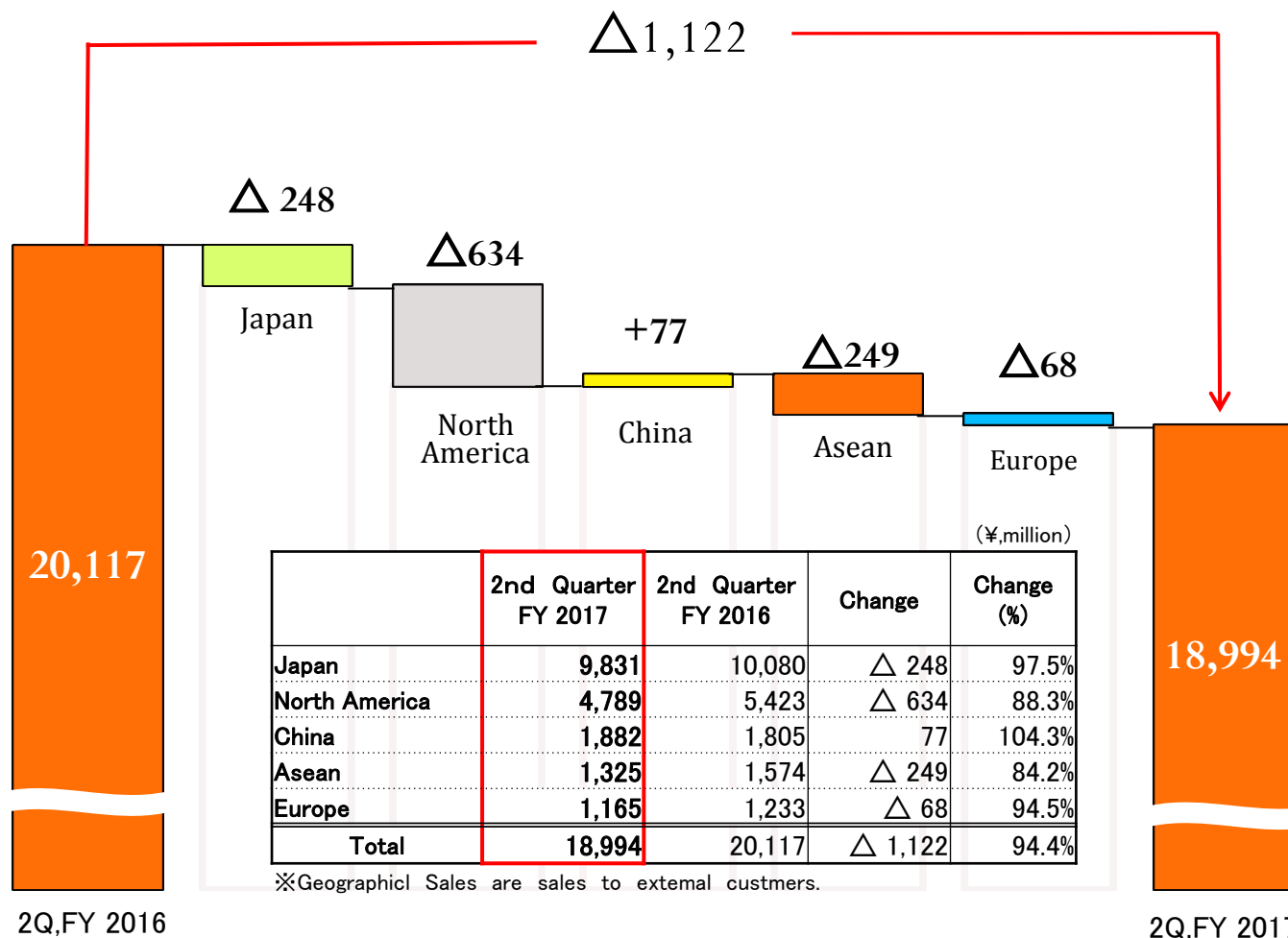
Exchange rate (average)

yen

USDJPY	111.81	120.23	Yen up by 8.42 yen
CNYJPY	17.07	19.62	Yen up by 2.55 yen
THBJPY	3.15	3.65	Yen up by 0.50 yen
GBPJPY	160.20	183.29	Yen up by 23.09 yen
MXNJPY	6.19	7.95	Yen up by 1.76 yen
TWDJPY	3.40	—	—

# Analysis of Net Sales by Regional Segment

¥ million



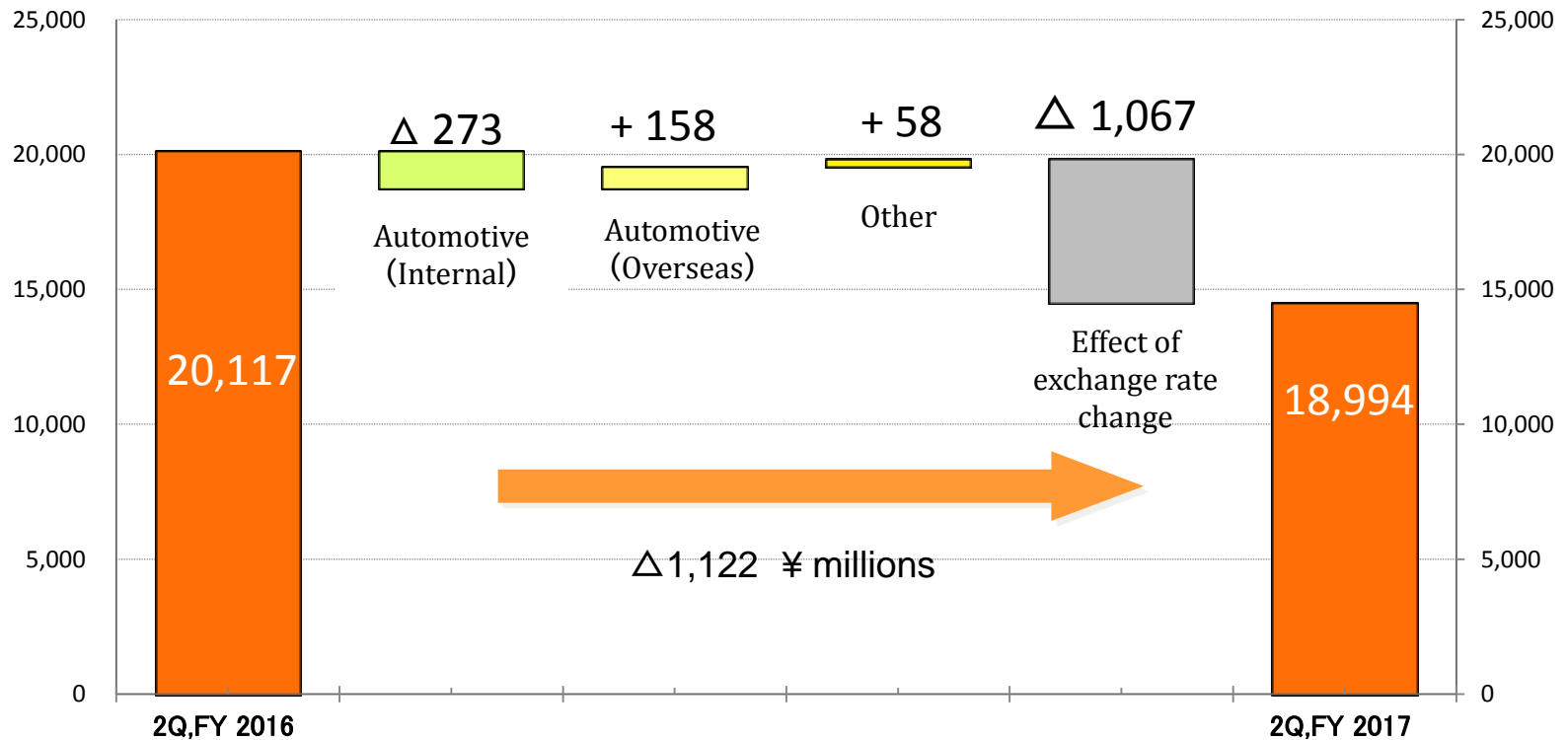
(¥,million)

	2nd Quarter FY 2017	2nd Quarter FY 2016	Change	Change (%)
Japan	9,831	10,080	△ 248	97.5%
North America	4,789	5,423	△ 634	88.3%
China	1,882	1,805	77	104.3%
Asean	1,325	1,574	△ 249	84.2%
Europe	1,165	1,233	△ 68	94.5%
<b>Total</b>	<b>18,994</b>	<b>20,117</b>	<b>△ 1,122</b>	<b>94.4%</b>

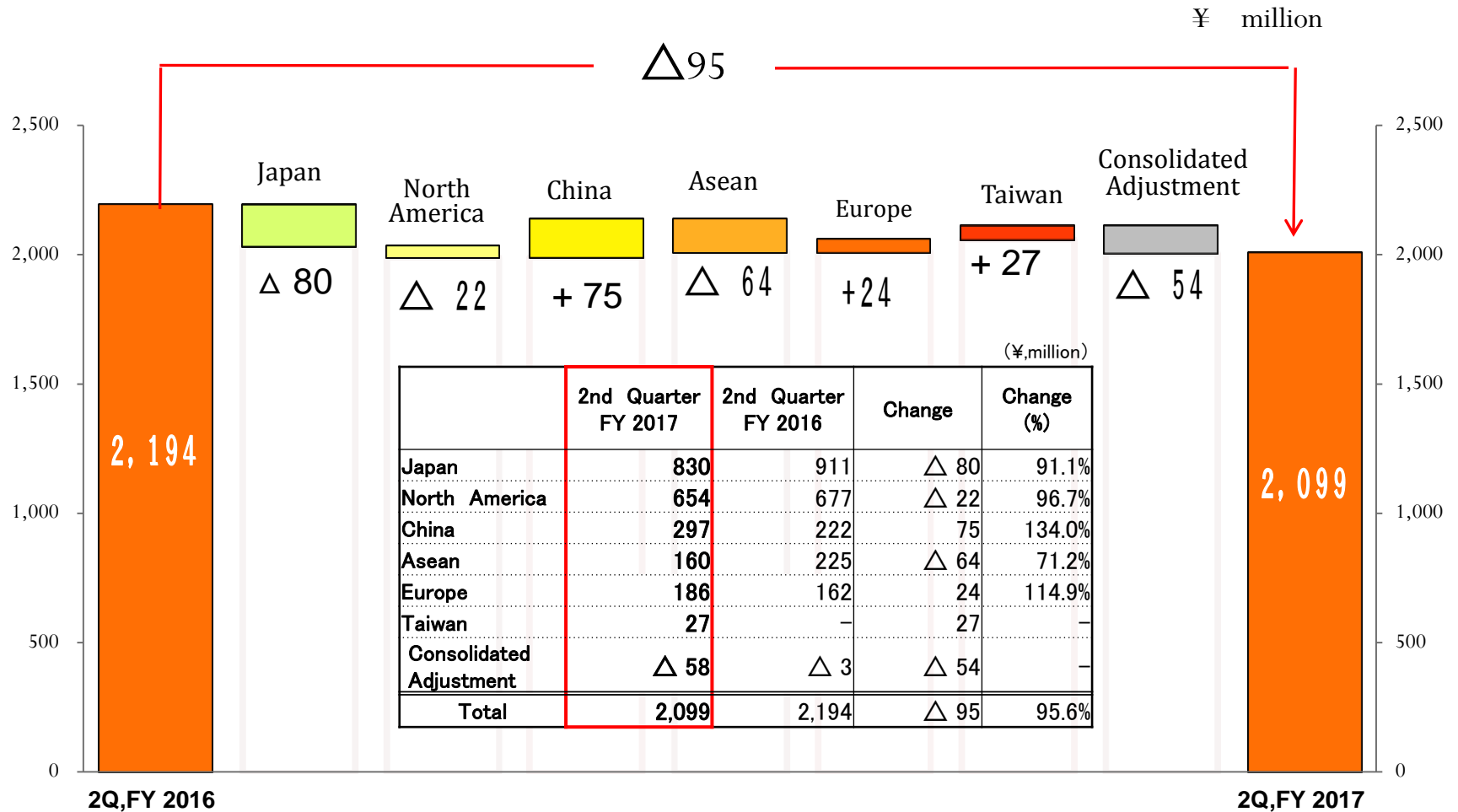
※Geographical Sales are sales to external customers.

# Analysis of Net Sales by Products Segment

¥ million

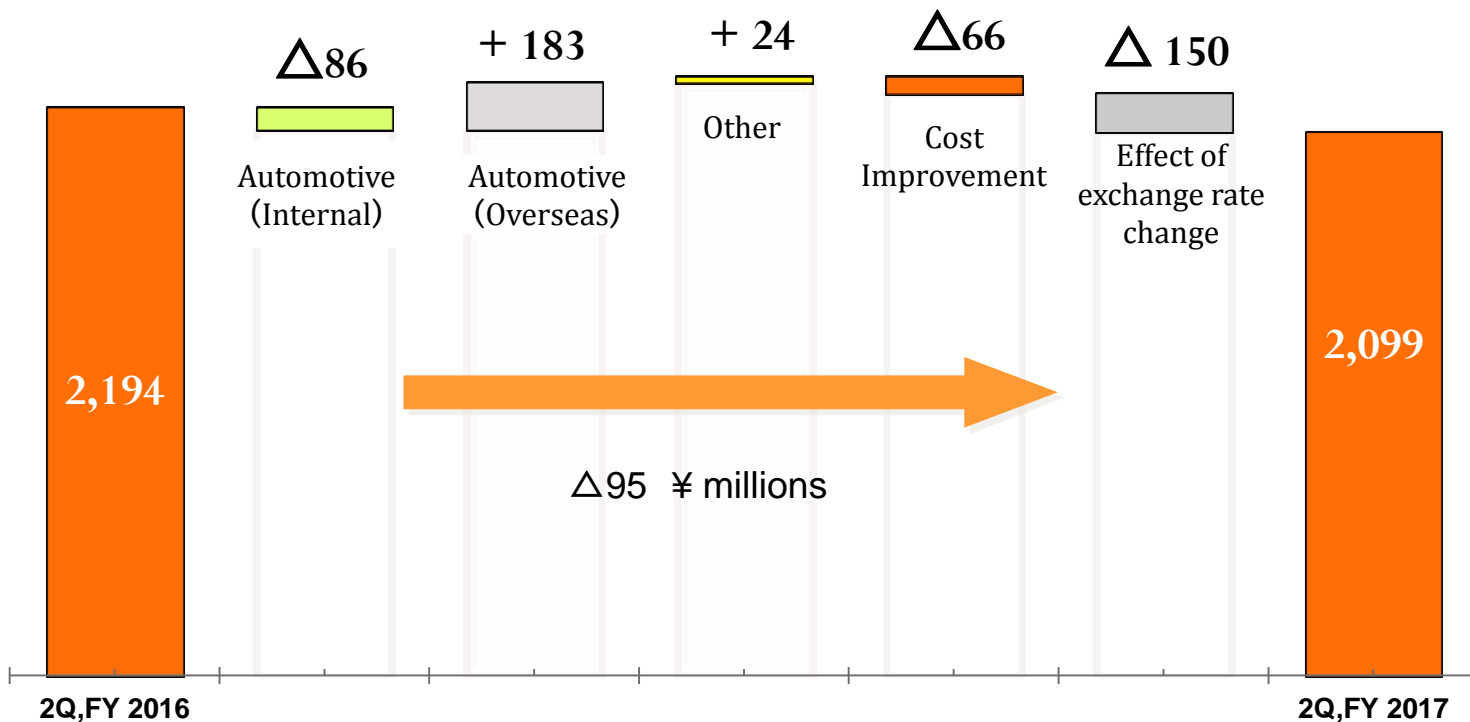


# Analysis of Operating Income by Regional Segment

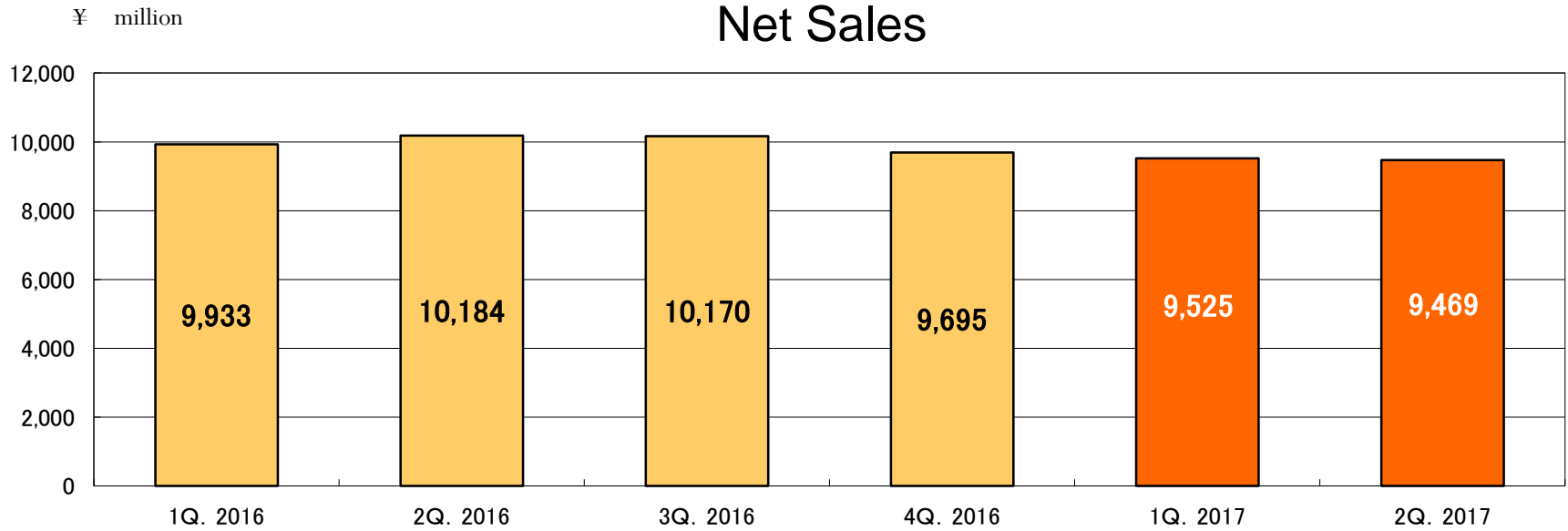


# Analysis of Operating Income by Products Segment

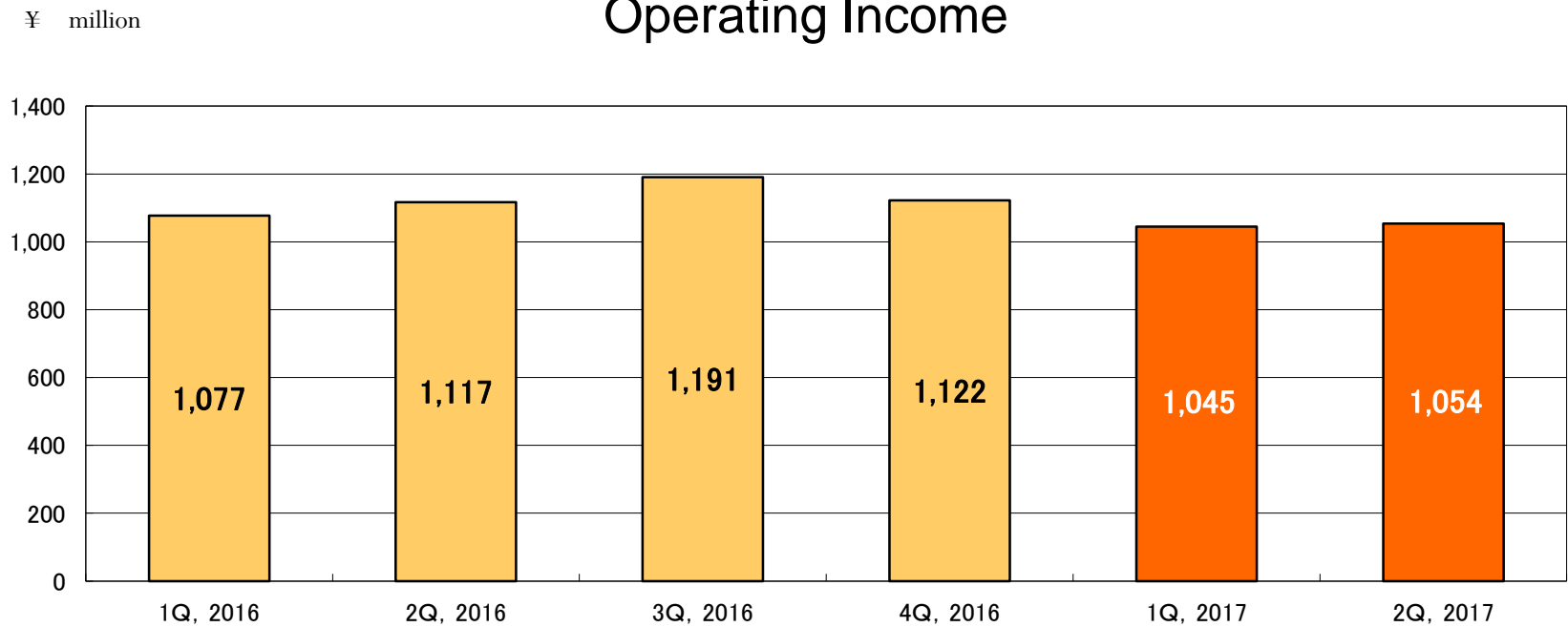
¥ million



# Net Sales

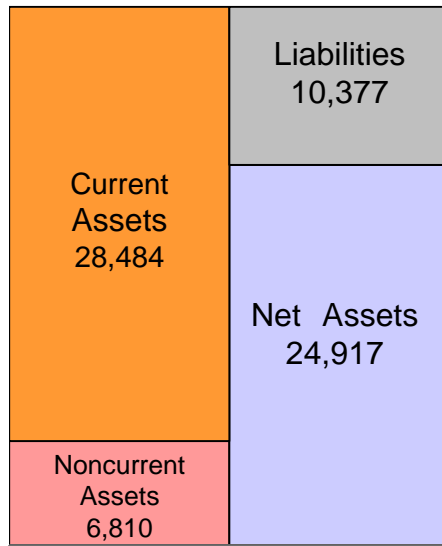


# Operating Income



# Balance Sheet

March 31, 2016

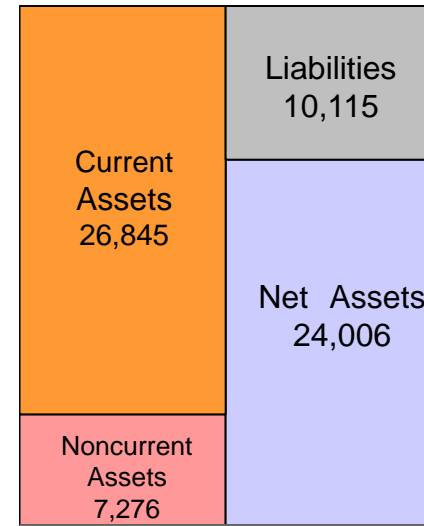


Shareholders equity per total assets  
(69.7%)

**Total assets**  
**35,295**

September 30, 2017

(¥,million)



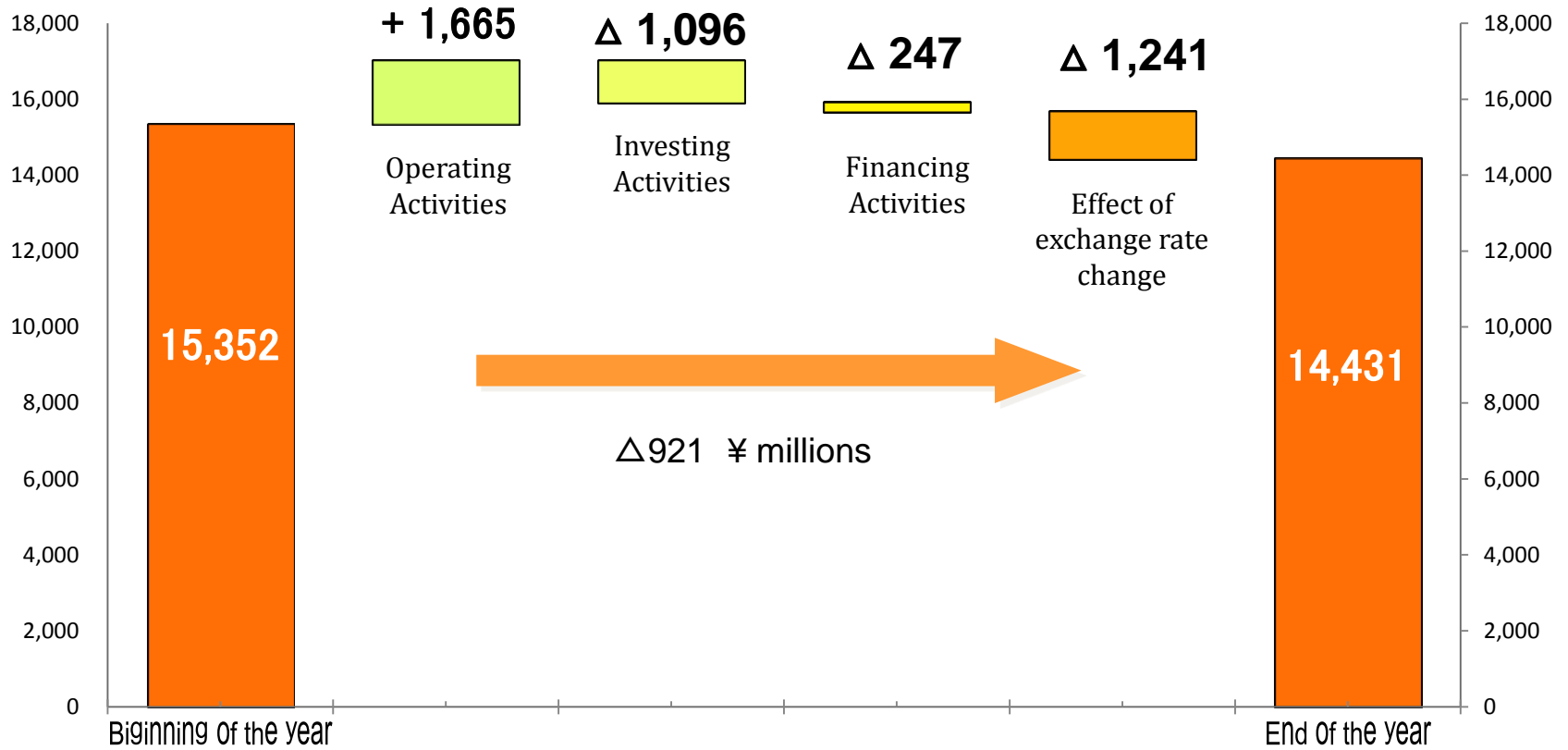
Shareholders equity per total assets  
(69.6%)

**Total assets**  
**34,121** ¥ millions

Δ1,173 ¥ millions



# Cash Flows

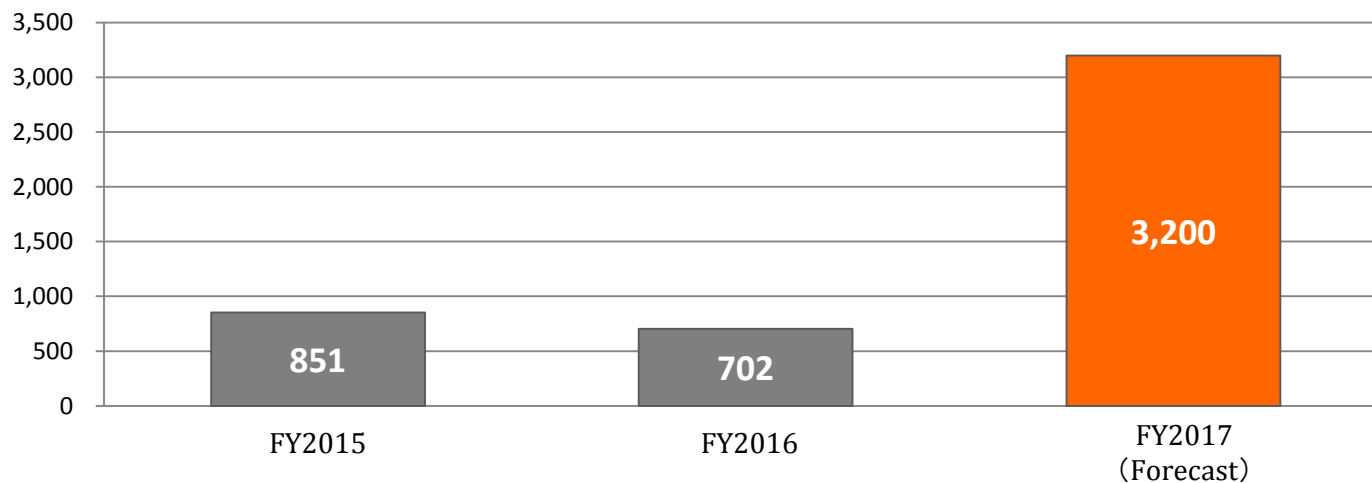


# Capital Expenditures, Depreciation, R&D Expenses

	2Q, FY2017	2Q, FY2016	Change(%)	Fiscal 2017 (forecast)
Capital Expenditures	1,508	266	566.9%	3,200
Depreciation	403	473	85.2%	1,100
R&D Expenses	26	26	100.0%	70

## Capital Expenditures

¥ million



# Main Customer

Ranking	FY 2015	FY 2016	2Q, 2017
1	Hino Motors., Ltd.	Hino Motors., Ltd.	Hino Motors., Ltd.
2	Honda Motor Co., Ltd.	Honda Motor Co., Ltd.	Honda Motor Co., Ltd.
3	JATCO Ltd	ISUZU MOTORS LIMITED	ISUZU MOTORS LIMITED
4	Denso Corporation	Denso Corporation	Denso Corporation
5	ISUZU MOTORS LIMITED	TOYOTA MOTOR CORPORATION	TOYOTA MOTOR CORPORATION
6	TOYOTA MOTOR CORPORATION	Takebe Co., Ltd.	Takebe Co., Ltd.
7	Takebe Co., Ltd.	Nissan Motor Co., Ltd.	Nissan Motor Co., Ltd.
8	Nissan Motor Co., Ltd.	MITSUBISHI FUSO TRUCK & BUS CORPORATION	AISIN AW CO., LTD.
9	MITSUBISHI FUSO TRUCK & BUS CORPORATION	TS TECH Co.,Ltd.	MITSUBISHI ELECTRIC
10	AISIN SEIKI Co., Ltd..	MITSUBISHI ELECTRIC	MITSUBISHI FUSO TRUCK & BUS CORPORATION

# Fiscal 2017 (Forecast)

¥,million

	Fiscal 2017 (Forecast)	Fiscal 2016	Change	Change(%)
Net sales	37,000	39,983	△ 2,983	92.5%
Operating income	3,700	4,508	△ 808	82.1%
Ordinary income	3,650	4,577	△ 927	79.8%
Net income	2,700	2,976	△ 276	90.7%

Net income per share	181.52	195.53	△ 14.01	92.8%
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Exchange rate (average)

yen

	Fiscal 2017 (Forecast)	Fiscal 2016	Change
USDJPY	107.00	121.05	Yen up by 14.05 yen
CNYJPY	16.20	19.44	Yen up by 3.24 yen
THBJPY	3.00	3.54	Yen up by 0.54 yen
GBPJPY	147.00	185.10	Yen up by 38.10 yen
MXNJPY	5.80	7.65	Yen up by 1.85 yen
TWDJPY	3.30	-	-